

Account Director

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As a project director at MetaDesign, you will be the central contact person for your clients. You will manage client relations adeptly, anticipate client needs and have an intimate knowledge of your clients' industries. You will communicate confidently on a managerial level and will succeed in building client relationships that are characterized by mutual respect and commitment. Within the capacity of the agency, you will be responsible for your clients' business development. You will have a strong command of our service portfolio, working methods and processes, and you will be familiar with all links in the value chain. Thanks to your experience, you will ensure a high level of process reliability in relations with clients. You are competent in the field of marketing communications and, ideally, branding, corporate identity and design.

Answering directly to the unit head, you will manage your team together with the design director, achieving high-quality commercially strong results. As an experienced leader, you will inspire and motivate your team in good times and bad.

Professional requirements:

- At least five years of professional experience at a communications agency or management consulting firm
- Ideally, a degree in business administration (with a concentration in marketing) or a degree in communication science
- Proven experience in marketing communications, branding, corporate identity and corporate design
- A high level of competence in business development (regular clients) and account management
- Proven expertise and success in client relationship management and client acquisition
- Management experience (team of 5 to 10 employees)
- Excellent time management and project planning skills
- The ability to describe complex subjects in writing and to prepare appealing quotations
- Good presentation and moderating skills, fluency in German and English
- International experience

Personal requirements:

- A passion for brands and brand visualization
- An interest in new industries and a willingness to learn about them (structures, competition, history, trends)
- Excellent sales skills
- The courage to forge new paths
- Client-oriented attitude and behavior
- Precise, clear and holistic thinking
- Professional, likable manner

Human Relations

Marion Rachner

Andrea Fitzl

+49 30 59 00 54-554

fax +49 30 59 00 54-111

career@metadesign.de